

Message Text

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FM SECSTATE WASHDC
TO AMEMBASSY DACCA

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E.O. 11652: N/A

TAGS: ENRG, BGEN, BG

SUBJECT: PETROLEUM: MOBIL OIL INTEREST IN BANGLADESH
LUBRICANTS MARKET

REF: A) STATE 001515 B) DACCA 187

1. MOBIL OIL, NEW YORK, HAS INFORMED DEPT IT IS NOW CONSIDERING PROPOSAL FOR TECHNICAL AND SERVICE AGREEMENT WITH PADMA PETROLEUM LTD., BANGLADESH, TO BLEND AND DISTRIBUTE MOBIL LUBRICANTS IN BANGLADESH. MOBIL REQUESTS DEPT PROVIDE ANY INFORMATION IT CAN DEVELOP IN RESPONSE TO FOLLOWING QUESTIONS:

A. MOBIL'S UNDERSTANDING IS THAT PADMA PETROLEUM LTD. WAS ORGANIZED BY BDG TO TAKE OVER DAWOOD PETROLEUM. IS IT A BDG-OWNED CORPORATION?

B. WHAT IS PADMA'S SHARE OF LOCAL LUBRICANT MARKET AND WHAT IS FUTURE OUTLOOK? (PADMA HAS TOLD MOBIL IT'S PRESENT SHARE IS 14 PERCENT

AND THAT IT EXPECTS TO EXPAND AT EXPENSE OF OTHER
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FIRMS PRESENTLY OPERATING IN THIS MARKET.)

C. HAS BDG APPROVED PADMA CONSTRUCTION OF A THIRD LUBRICANT BLENDING PLANT?

D. MOBIL BELIEVES THAT ANOTHER COMPANY HAS ALSO ASKED BDG APPROVAL FOR LUBRICANT BLENDING PLANT. CAN WE TELL MOBIL WHICH COMPANY?

E. THE BANGLADESH NATIONAL OIL CO. ALSO MARKETS LUBRICANTS IN BD. HOW DOES ITS OPERATION AFFECT PADMA'S?

2. ACTION REQUESTED: EMBASSY INQUIRE DISCREETLY ON SUBJECTS RAISED BY MOBIL AND TRANSMIT ANSWERS, TOGETHER WITH ANY LIMITATIONS ON USE OR ATTRIBUTION OF INFORMATION PROVIDED. KISSINGER

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